



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, October 7, 2010 at 9:00 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	November 4, 2010

MEMBERS PRESENT

Larry Tims, New Castle County, Professional Member, Chairperson, Presiding
Doug Doyle, Kent County, Professional Member
Dee Hake DeMolen, Kent County, Professional Member
Frani Melda, Kent County, Professional Member
Tim Riale, Professional Member
John Tarburton, Sussex County, Public Member 9:34 a.m.-10:48 a.m.
Elaine Woerner, New Castle County, Professional Member

MEMBERS ABSENT

Roger Truemper, Esquire, New Castle County, Public Member, Vice Chairperson
Karen Hamilton, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member
Geri Parisi, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams. Administrative Specialist II

ALSO PRESENT

Karen Alleva, NCCBOR
Dick Brogan, DREC

CALL TO ORDER

Mr. Tims called the meeting to order at 9:32 a.m.

REVIEW OF MINUTES

A motion was made by Ms. DeMolen, seconded by Mr. Melda, to approve the August 5, 2010 minutes with a correction. The request from the Delaware School of Real Estate, for the course "Don't Let Your Deal Go Down" was tabled. Motion unanimously carried.

UNFINISHED BUSINESS

Discussion Regarding Proposed Changes to CE Requirements-Tabled until November Meeting

Ms. DeMolen suggested that the salespersons whose licenses are inactive or are associated with referral companies should have the option to take the required continuing education courses online. Mr. Tims informed Ms. DeMolen that a subcommittee needs be established and a public meeting date scheduled. Ms. DeMolen will present the draft regarding the proposed changes to the CE requirements at the November meeting.

Discussion Regarding the Revision of the Broker's Core Course from the Subcommittee Meeting

Mr. Riale informed the Committee that the Subcommittee met on September 29, 2010. The Subcommittee is in the process of drafting a proposal for the Broker's Core Course as well as a proposal for continuing education requirements for brokers. Mr. Riale anticipates presenting the Committee with the proposals by the December 2010 Committee meeting.

CE Audit Review

The Committee reviewed the continuing education documentation that was submitted by licensees who were selected for random audit. Results of the audit review and the Committee's recommendations will be forwarded to the Real Estate Commission for review and further action.

NEW BUSINESS

New Castle County Professional Member Vacancy

Ms. Williams informed the Committee that Ms. Parisi resigned from the Committee, which has resulted in a New Castle County Professional Member Vacancy.

Review of Letters of Intent and Course Evaluations

A motion was made by Mr. Tarburton, seconded by Ms. DeMolen, to accept all letters of intent and course evaluations as submitted. Motion unanimously carried.

Review of Course Provider Applications

A motion was made by Mr. Melda, seconded by Ms. Woerner, to recommend to the Real Estate Commission approval, denial and tabling of the following items as noted below. Motion unanimously carried.

Mr. Riale made a motion, seconded by Mr. Melda to add the tabled course provider from September's meeting, the Delaware School of Real Estate for the course "Don't Let Your Deal Go Down" to the agenda. Motion carried with Ms. Woerner opposed to the course "Don't Let Your Deal Go Down".

Course Provider: McKissock, LP

Course Title:	Characteristics of Real Estate Title Insurance	Approved
Credit Hours:	3.0	
Course Title:	Appraisal Process for Real Estate Professionals	Approved
Credit Hours:	6	
Course Title:	S.A.F.E. Mortgage Licensing Act	Approved
Credit Hours:	3	
Course Title	Site Selection, Design and Business Planning for Brokerages	Approved
Credit Hours	3	

Course Title: Listing Agreements **Approved**
Credit Hours: 3

Course Provider: Association of Realtors School

Course Title: Accredited Buyer Representative (ABR) **Approved**
Credit Hours: 12

Course Provider: Delaware School of Real Estate

Course Title: DE Uniform Common Interest Ownership Act **Approved**

Credit Hours: 3

Course Title: Difference Between DE and PA Real Estate Transactions **Approved**

Credit Hours: 3

Course Title: Don't Let Your Deal Go Down **Approved**

Credit Hours: 3

Course Provider: Ward and Taylor LLC

Course Title: Practical Tips for Listing Agent **Approved**

Credit Hours: 3

Course Provider: Commercial Real Estate School of Tristate Realtors Commercial Alliance

Course Title: Green Initiatives: Implications of Sustainability in Commercial Real Estate
Approved

Credit Hours: 2

Review of Instructor Applications

A motion was made by Ms. DeMolen, seconded by Mr. Riale, to recommend to the Real Estate Commission approval, denial and tabling of the following items as noted below.

Alan Simmons

Continuing Education: Professional Enhancement: Using the HP 10Bii Calculator **Approved**

Lynnell Morgan

Continuing Education: Professional Enhancement: Site Selection, Design and Business Planning for Brokerages **Approved**
Listing Agreements **Denied**

Patricia O'Connor

Continuing Education: Professional Enhancement: S.A.F.E Mortgage Licensing Act **Approved**

Davis Thomas

Continuing Education: Professional Enhancement: Appraisal Process for Real Estate Professionals **Approved**

Richard McKissock

Continuing Education: Professional Enhancement: Characteristics of Real Estate Title Insurance **Approved**

Edward Hatch

Continuing Education: Professional Enhancement: CRS 200 Business Planning and Marketing/CRS Elec-New Negotiating Edge **Approved**

Susan Woods

Pre-Licensing Course: Orientation/Mathematics **Approved**
Broker's Course: Mathematics **Approved**

William Ward

Continuing Education: Legislative Update/Salesperson Core Course/Professional Enhancement: DE/PA Transactions/Disclosures/DE Uniform Common Interest Ownership Act/Don't Let Your Deal Go

Down/Hot Topics in Real Estate/New Agency Law/Practical Tips for Listing Agents/Quirks in Real Estate/Risk Management/Salesperson Core/Short Sales/Understanding AOS **Approved**
Pre-Licensing Course: Real Estate Law **Approved**

Proposed Meeting Dates for 2011

A motion was made by Ms. DeMolen, seconded by Mr. Doyle, to approve the proposed meeting dates for 2011. Motion unanimously carried. The Education Committee will continue to meet the first Thursday of each month.

Correspondence

There was no correspondence.

Other Business Before the Committee (for discussion only)

There was no other business.

Public Comment

There was no public comment.

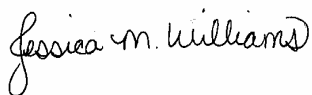
Next Scheduled Meeting

The next meeting will be held on Thursday, November 4, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. DeMolen made a motion, seconded by Mr. Melda, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:48 a.m.

Respectfully submitted,



Jessica Williams
Administrative Specialist II